IAAD

Dr Gustav Gouws developed the IAAD principle, which explains the different attitudes that one can apply when working across cultures:

'I'   'Incorporate',

'A'   'Appreciate',

'A'   'Agree to differ',

'D'   'Distantiate'.

Scenario/Situation/Topic:	
What could you have done to "Incorporate" the other person point of view?	
What could you have done to "Appreciate" the other person?	
What could you have done to "Agree to Disagree" with the other person?	
What could you have done to "Distantiate" from the other person?	